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## WASTE INDUSTRIES

3301 Benson Drive, Suite 601 Raleigh, NC 27609

Bus: (919) 325-3000 Fax: (919) 325-3013 [www.wasteindustries.com](http://www.wasteindustries.com)

May 7, 2012

Ms. Susan Crotts  
Centralized Contracting Division Manager  
City of Greensboro  
P. O. Box 3136  
Greensboro, N. C. 27402-3136

**Re: Request for Proposals #08-12 for Municipal Solid Waste Management Services  
for the City of Greensboro, NC-Letter of Intent**

Dear Ms. Crotts:

Waste Industries is pleased to submit this Letter of Intent to provide the City of Greensboro safe, cost effective and environmentally sound transportation and landfill services in compliance with the Contract for rates submitted with this proposal.

Waste Industries has been fortunate to be a vital part of waste solutions for your community for the past 26 years. Waste Industries currently services over 4000 residential, commercial and industrial customers in Guilford County. We are proud of the important role we play in the community and, to this end; our Team has worked diligently to prepare a quality submittal to meet the City's transfer station requirements that is community-sensitive and economically-viable.

Waste Industries, a true North Carolina company, is a recognized leader in the industry and continues to be one of the fastest growing waste management and recycling companies in the Southeast. Our strength and stability is reflected in our 41 years of experience demonstrating innovation in the collection, transportation, recycling and disposal of solid waste. Waste Industries currently operates 38 collection companies, 23 transfer stations, 72 county solid waste and recycling drop off sites, 12 recycling facilities and 8 landfills serving 1,000,000 municipal, residential, commercial, industrial and institutional customers.

Waste Industries proposes to provide for the daily transporting and disposal from the City's transfer station, providing all necessary equipment and labor. The City of Greensboro will agree to bring all solid waste it collects to the transfer station for disposal and will require any subcontractor utilized to collect residential or government waste to also dispose of this waste at the transfer facility. In accordance with the RFP it is anticipated the contract term will be between three and fifteen years, City officials may want to consider that there is the possibility that other regional landfills may be available in the near future, which could dramatically affect the market pricing, so a shorter term contract could be beneficial.

The Waste Industries proposal will remain valid for acceptance for a period of not less than 180 calendar days from the date of submission. We fully understand the RFP's Contract Principles and are willing to abide by all the specifications that relate to transportation and disposal. Because we are not proposing to operate the facility, we would expect provisions regarding the operation to not apply.

Waste Industries has the financial strength, qualified personnel, proven track record and the best Project Team the industry has to offer. We appreciate this opportunity to showcase our abilities and look forward to delivering the best solid waste management services available. We stand at the ready to provide any

Ms. Susan Crotts  
August 5, 2011

additional information as may be required during the evaluation period. Waste Industries' contact person for the purposes of the proposal evaluation will be:

Mr. Brent Kirchhoff  
Division Manager  
3301 Benson Drive  
Suite 601  
Raleigh, NC 27603  
Office Phone: (919)325-4000  
Cell Phone: (919)427-7457  
Fax: (919)325-3012  
[Brent.kichhoff@wasteindustries.com](mailto:Brent.kichhoff@wasteindustries.com)

Respectfully submitted,



Frank Lorick  
Area Vice President

INSERT SECRETARY CERTIFICATE HERE




## SECRETARY'S CERTIFICATE

The undersigned, as Secretary of Waste Industries, LLC (the "Proposer"), hereby certifies that each of Frank Lorick, Vice President, and Harry Habets, President, is authorized to execute documentation on behalf of the Proposer in connection with the proposal materials delivered pursuant to the Request for Proposals # 08-12 for Municipal Solid Waste Management Services for the City of Greensboro, NC.

This the 8<sup>th</sup> day of May, 2012.

WASTE INDUSTRIES, LLC

By:   
Lisa D. Inman, Secretary



## Waste Industries Corporate Experience and Capacity

Waste Industries was founded in 1970, in Raleigh, North Carolina, by Lonnie C. Poole Jr. Waste Industries is a regional, vertically integrated solid waste services company. We provide solid waste collection, transfer, disposal and recycling services to commercial, industrial, governmental and residential locations in North Carolina, Tennessee, South Carolina, Kentucky, Virginia, Georgia, Maryland and Delaware.

Our principal operations consist of 1926 employees providing service to 36 collection operations, 20 transfer stations, approximately 57 county convenience drop-off centers, 12 recycling facilities and 10 landfills, serving over 1,200,000 municipal, residential, commercial and industrial service locations.

The Waste Industries Mission Statement: “ To grow and prosper through the efficient and responsible utilization of our resources while providing our customers with cost effective, responsive and environmentally sound solutions to their solid waste management needs.”

This mission statement is the foundation of our companies' philosophy, vision and goals, continues in practice today and is carried on a card by all members of management on a daily basis. This same card contains our business principles and the first two principles listed are to treat all employees with dignity and respect and to conduct our business affairs with honesty and integrity. Every employee of Waste Industries is charged with adhering to these principles at all times.

However, Waste Industries is more than just operating a solid waste business. We have deep roots in the communities we live and work in and we take a strong interest in protecting our environment. As a company one of our primary goals and focus is to help provide a safe and healthy environment for our children and grandchildren for generations to come.

In addition we have implemented our RRED One program which allows our company to quickly mobilize a pool of pre-selected and trained employees and managers to respond to unexpected operational needs to any Branch within the Waste Industries system.

Waste Industries certainly has the experience, resources, and assets and is large enough to handle the solid waste removal needs of the City of Greensboro, yet small enough to realize that we must always put our customers first.



**CHAPTER 2**  
**QUALIFICATION FORM 1**  
**PROPOSER'S STATEMENT OF ORGANIZATION**

1. Full Name of Business Concern (Proposer):

Waste Industries LLC

Principal Business Address:

3301 Benson Drive  
Suite 601  
Raleigh, NC 27609

2. Principal Contact Person(s) and Phone Numbers:

Brent Kirchhoff  
919-325-4000 work  
919-427-7457 cell

3. Form of Business Concern (Corporation, Partnership, Joint Venture, Other):

Limited Liability Company

4. Provide names of partners or officers as appropriate and indicate if the individual has the authority to sign on behalf of proposer. Provide proof of the ability of the individuals so named to legally bind the proposer.

<u>Name</u>	<u>Address</u>	<u>Title</u>
1. Ven Poole	3301 Benson Drive, Raleigh NC 27609	Chief Executive Officer
2. Harry Habets	3301 Benson Drive, Raleigh NC 27609	President, Chief Operations Officer
3. Frank Lorick	3301 Benson Drive, Raleigh NC 27609	Area Vice President

If a corporation, in what state incorporated: North Carolina

Date Incorporated: October 2, 2000

Month Day Year

If a Joint Venture or Partnership, date of agreement: \_\_\_\_\_

Federal Employer Identification Number: 56-0954929

5. List all firms participating in this project (including the prime contractor, subcontractors, operators, major equipment suppliers, etc., if any):

<u>Name</u>	<u>Address</u>	<u>Phone</u>
1. Waste Industries LLC	3301 Benson Drive, Raleigh NC 27609	919-325-3000
2. Stafford Transport, Inc.	6375 Discovery Blvd., Mableton, GA 30126	404-691-2250
3.	_____	_____
4.	_____	_____



**QUALIFICATION FORM 1**  
**PROPOSER'S STATEMENT OF ORGANIZATION**  
(CONTINUED)

6. Outline specific areas of responsibility for each firm listed in Question 5.

1. Waste Industries LLC – Disposal facility
2. Stafford Transport Inc. - Transportation
3. \_\_\_\_\_
4. \_\_\_\_\_

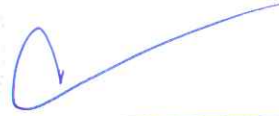
7. Summarize the provisions of any agreement between the parties which assigns legal or financial liabilities or responsibilities.

Waste Industries contracts with Stafford Transport, Inc. through a master agreement and work orders as needed.

8. If any of the responding firm(s) are a partially or fully-owned subsidiary of another firm, or share common ownership with another firm, please identify the related firms and describe the relationships.

Waste Industries LLC is a wholly owned subsidiary of Waste Industries USA, Inc.



  
\_\_\_\_\_  
ASSISTANT SECRETARY

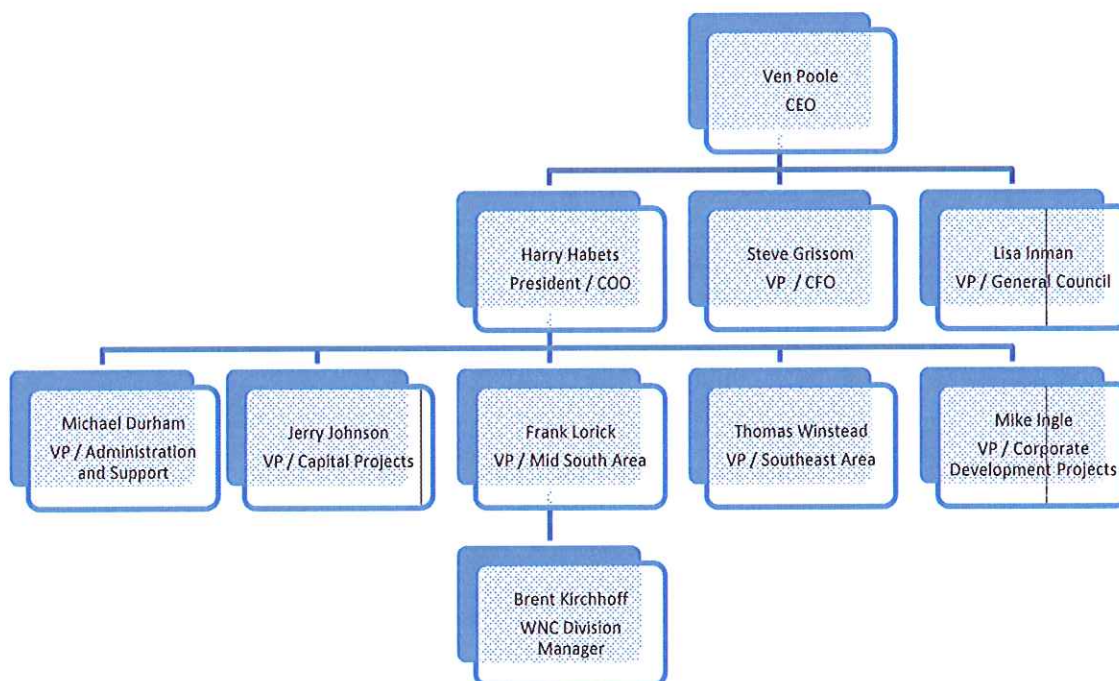
WASTE INDUSTRIES LLC  
3301 BENSON DRIVE  
RALEIGH, NC 27609

STATE OF INCORPORATION: NORTH CAROLINA



## Staffing

### Executive Team Organizational Chart



### Executive Team Biography & Experience

#### Ven Poole, Chief Executive Officer

Ven joined the Company in 1990 and currently serves as the CEO. From 2002 through 2008, Ven served as Vice President, Corporate Development. From 1995 through 2002, Ven served as Director of Support Services and from 1990 through 1995, he served as the Company's Risk Management Director. Ven holds a B.S. in Aerospace Engineering from North Carolina State University. Ven has more than 23 years experience in the solid waste industry.

#### Harry Habets, President and Chief Operating Officer

Harry joined the Company in 2002 as Vice President of Operations and took over as President and Chief Operating Officer on January 1, 2009. Harry brings with him over 14 years of experience from Waste Management in which he held various management positions, including VP of International Operations and Regional VP/Manager for collection, recycling and landfill disposal services in the Southeast. Harry holds a BS in Business Administration from Rochester Institute of Technology and has over 22 years experience in the solid waste industry.





**Steve Grissom, Vice President, Chief Financial Officer**

Steve joined the Company in 2001 as Chief Financial Officer. Steve has 32 years of controllership and CFO experience including 16 years of Chief Financial Officer for Austin Quality Foods which was acquired by Keebler Foods. He is a Certified Public Accountant and is a member of the American Institute of CPA's and the North Carolina Association of CPA's. He holds a B.A. in accounting from North Carolina State University

**Lisa D. Inman, Vice President, General Counsel**

Before joining the Company as its Vice President, General Counsel in 2010, Lisa was a partner with the law firm of Wyrick Robbins Yates & Ponton, LLP in Raleigh, North Carolina, where she practiced in the areas of corporate transactions including a focus on mergers and acquisitions, in addition to corporate governance, complex commercial contracts, finance work and related matters. Lisa has 13 years of experience providing legal services to the solid waste industry, as she worked with the Company through Wyrick Robbins from 1997 to 2010. Lisa received her undergraduate degree, magna cum laude, from Rice University in Houston, Texas, and received her law degree, with honors, from the University of North Carolina at Chapel Hill.

**Jim Auten, Vice President, Sales and Marketing**

Jim has served as a Vice President of the Company since 1998. From 1993 until March 1998, he served as the Company's South Regional Manager. From 1991 to 1993, he owned and operated his own company, Lodal-South, Inc. Jim holds a B.S. in Business Administration from UNC-CH. Jim has more than 40 years experience in the solid waste industry.

**Michael Durham, Vice President, Administration and Support Services**

Michael joined the Company in 2006 as Vice President of Administration and Support Services. Prior to joining the company Michael was CFO and Controller for an Engineering and Design firm for 7 years. He also has 17 years of solid waste experience with Waste Management where he held various management and financial positions throughout the Southeast United States. He has more than 22 years experience in the solid waste industry, holds a B.S. in Accounting from Florida State University, is a Certified Public Accountant and a member of the American Institute of CPA's and the North Carolina Association of CPA's.

**Jerry Johnson, Vice President, Capital Projects**

Jerry joined the Company in 1991 and has served in various capacities which included development of the Company's first Recycling Division and managing Field Support Services until his departure in 1995. Jerry then joined Atlantic Waste Disposal and served in various roles from Director of Transportation to General Management of Atlantic Waste of Virginia and New York until 2000. He then rejoined Waste Industries and has served in various capacities including Landfill Division Management, Vice President of Company Landfill Operations and currently holds the position of Vice President of Capital Projects. Jerry attended Wake Community College and has over 34 years in the solid waste industry.

**Thomas Winstead, Vice President, Southeast Area**

Thomas joined the company in 1985 and has held various management positions since joining the company. In his current position as South East Vice President, he is responsible for hauling, landfill, transfer stations, and recycling operations in Virginia, South Carolina, Maryland and North Carolina east



of I-95. He has over 26 years in the solid waste industry and graduated from Atlantic Christian College with a Bachelor of Science degree in Health & Physical Education.

**Frank Lorick, Vice President, Mid South Area**

Frank joined the Company in 1989 and has held various management positions since joining the company. In his current position as Mid South Vice President, he is responsible for hauling, landfill, transfer stations, and recycling operations in Georgia, Tennessee and North Carolina west of I-95. He has over 22 years in the solid waste and recycling industry and attended Midlands Community College in Columbia, South Carolina.

**Mike Ingle, Vice President, Corporate Development Projects**

Mike joined the Company in 1991 and has served in numerous management roles at various locations throughout the company, most recently as Division Vice President. Mike holds a B. A. in Business Administration from Methodist University in Fayetteville, North Carolina and has over 20 years of experience in the solid waste industry.

**Brent Kirchhoff, Western North Carolina Division Manager**

Brent joined the Company in 2002 as General Manager of the Garner, NC branch. Brent has almost 36 years of industry experience, including various management positions with Waste Management and Republic Services in Chicago, Nashville TN, Houston TX, Atlanta GA, and he has been in North Carolina for 18 years. Brent holds a Bachelor of Arts degree from the Rockford Institute in Rockford, Illinois.





**QUALIFICATION FORM 2A**  
**TRANSFER STATION OPERATIONS SERVICES**

A. Name and Address of Contractor: Not Applicable

\_\_\_\_\_  
\_\_\_\_\_

Telephone: \_\_\_\_\_

B. Key Personnel (Name, Position): \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

C. Transfer Station Operating Experience

1. Facility(ies) Location:

2. Description (capacity, design, waste source, equipment, etc):

3. Responsibilities and Personnel:

4. Dates of Operational Responsibility:

**QUALIFICATION FORM 2A**  
**TRANSFER STATION OPERATIONS SERVICES**  
(CONTINUED)

D. Other Transfer Stations Owned or Operated by Contractor (name, locations, size):

E. Provide a total listing of equipment that is proposed for execution of the contract. Provide as a minimum the following information for each vehicle to be used for the operation of the City's Transfer Station:

1. Manufacturer, model and year
2. Capacity
3. Gross vehicle weight rating
4. Gross combination weight rating
5. Payload, volume
6. Vehicle dimensions

**QUALIFICATION FORM 2B**  
**TRANSPORTATION SERVICES**

- A. Name and Address of Contractor: Stafford Transport, Inc.  
6375 Discovery Blvd  
Mableton, GA 30126
- Telephone: 404-691-2250 x-248
- B. Key Personnel (Name, Position): Craig Stafford-CEO  
Brian Negrette-COO

C. Transportation Experience Refer to Attached Company Information

1. Facility(ies) Location: More than 100 transfer stations in the Southeast, 14 examples attached
2. Description (capacity, waste source, equipment, etc): Attached
3. Responsibilities and Personnel: Attached
4. Dates of Operational Responsibility: We have transported transfer stations for 10-15 years

Company Information:

We appreciate the opportunity to bid for the Transfer Station Solid Waste Hauling Contract. Stafford Transport, Inc./First Tee Transport, LLC/CEI related companies (Stafford Companies) currently haul solid waste and recyclables from transfer stations in Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Oklahoma and Arkansas. Stafford Companies include over 400 trucks and 1000 trailers and haul from over 100 transfer stations for the biggest waste companies in the country including Waste Management, Republic Services, Waste Industries, Waste Connections and Advanced Disposal.

Stafford Companies operate more than 30 transfer stations and own over 75 pieces of heavy machinery. Other services include industrial and hazardous waste hauling, incinerator ash hauling, sludge hauling, ASR and scrap hauling. Stafford Companies pride themselves with superior service at a good price.

We are very familiar with the work specified and currently have trucks hauling into the area.

Stafford Companies have \$10,000,000 of insurance liability coverage. A Certificate of Liability Insurance can be provided.

Example Transfer Stations in Southeast

Transfer	Size Range Tons per day	Trucks Hauling Transfer	Waste Type	State
Lee Road TS	>1,000	13	MSW	GA
SPSA Incinerator	750-1,000	5	Ash	VA
Plant Atkinson TS	750-1,000	9	MSW and CD	GA
Durham TS	350-750	10	MSW and CD	NC
Fayetteville, NC TS	350-750	4	MSW	NC
Garner TS	350-750	5	MSW	NC
Asheville TS	350-750	8	MSW	NC
Douglasville TS	350-750	6	MSW	GA
Mobile TS	350-750	6	MSW	AL
York TS	350-750	7	MSW	SC
Cobb County POTW	350-750	6	Sludge	GA
Jackson TS	350-750	7	MSW	MS
Clay County TS	350-750	9	MSW and CD	FL
Lafayette TS	350-750	7	MSW	LA

**QUALIFICATION FORM 2B**  
**TRANSPORTATION SERVICES**

(CONTINUED)

Proposer guarantees the truth and accuracy of all statements and of all answers to interrogatories hereinafter made.

1. How many years has your organization been in business as a truck fleet operator under your present business name? 14 years

2. How many years of total experience in truck fleet operation has your organization had? 33

3. Have you ever failed to complete any work awarded to you? If so, where and why?

No  
\_\_\_\_\_  
\_\_\_\_\_

4. Has any officer or partner of your organization ever been an officer or partner of some other organization that failed to meet its terms of refuse hauling contract? If so, state name of individual, name of owner, and reason therefore: No

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

5. Has any officer or partner of your organization ever failed to meet the terms of any refuse hauling contract handled in his own name? No

If so, state name of individual, name of owner, and reason therefore:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. In what other lines of business do you have a financial interest?

Stafford Transport, Inc. is a transfer station operator and hauler. We also haul ash, sludge, industrial waste, ASR, scrap metal and hazardous waste.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



## QUALIFICATION FORM 2B TRANSPORTATION SERVICES

(CONTINUED)

7. For what commercial or industrial corporations have you performed hauling work, and who, for that corporation, supervised or administered your performance of that contract?

Waste Industries- Jerry Johnson

Waste Management- Gene Barnes

Advanced Disposal- Charlie Gray

Republic Services- Jack Perko

8. For what governmental units have you performed hauling and who, in that city or town, supervised or administered your performance of that contract?

Cobb County, Georgia- Jeffrey Wix

9. Have you ever performed any hauling work for the U.S. Government? No  
If so, who in the Government supervised or administered your performance of that contract?

10. What is the hauling experience of the principal individuals of your organization?

INDIVIDUAL'S NAME	PRESENT POSITION OR OFFICE	YEARS OF EXPERIENCE	MAGNITUDE AND TYPE OF WORK	IN WHAT CAPACITY
Craig Stafford	CEO	33	More than 100 Transfer Stations	Operations
Brian Negrette	COO	10	More than 100 Transfer Stations	Operations
Tom Hughes,	Pres. FTT	35	50 Transfer Stations	Manager
George Lockhart	Pres. CEI	36	15 Transfer, Industrial	Operations

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**QUALIFICATION FORM 2B**  
**TRANSPORTATION SERVICES**

(CONTINUED)

11. Provide data on your experience in the operation and maintenance of over-the-road tractor-trailer vehicles.
- |                                   |                              |
|-----------------------------------|------------------------------|
| Number of vehicles:               | <u>More than 400</u>         |
| Years of experience:              | <u>14 in current company</u> |
| Average annual miles per vehicle: | <u>104,000</u>               |
| Vehicle capacity, pounds:         | <u>80,000</u>                |
12. List the location where the truck fleet operation can be visited.
- Roseboro, North Carolina
13. List the location where the vehicle maintenance facility can be visited.
- Roseboro, North Carolina
14. Do you currently operate a fleet of more than 25 trucks? Yes, more than 400
15. If the answer to No. 14 is yes, do you provide fleet maintenance; and if not, how is your fleet maintenance managed?
- 15 maintenance facilities throughout the Southeast
16. During the past year, did the fleet operate over city, state, or federal highways?
- Yes
17. List the approximate total number of miles the fleet was driven during the past year.
- 41,600,000
18. If applicable, indicate, by verbal description and inclusion of appropriate maps, the transportation route(s) which would be used to transport the MSW from the City's transfer station to the Subtitle D landfill in your firm's disposal services proposal.

**QUALIFICATION FORM 2B**  
**TRANSPORTATION SERVICES**  
**(CONTINUED)**

D. Provide a total listing of equipment that is proposed for execution of the contract. Provide as a minimum the following information for each vehicle to be used for the transportation of MSW:

1. Manufacturer, model and year Kenworth Tractors, average age 2-3 years
2. Capacity 24.5 tons per load on tipper trailers
3. Gross vehicle weight rating 80,000 lbs
4. Gross combination weight rating 80,000 lbs
5. Payload, volume 24.5 tons per load on tipper trailers
6. Vehicle dimensions DOT Limits, 48' Tipper Trailers
7. Method of unloading Landfill Tipper Machine
8. Top cover description Mesh Tarp

**QUALIFICATION FORM 2C**  
**DISPOSAL SERVICES**

- A. Name and Address of Contractor: Waste Industries USA, Inc  
3301 Benson Drive, Suite 601  
Raleigh, NC 27609
- Telephone: 919-325-3000
- B. Key Personnel (Name, Position): Frank Lorick / Area Vice President  
Brent Kirchoff / Division Manager  
Brian Wuester / Area Landfill Manager
- C. Landfill Operating Experience
1. Facility(ies) Location:
- Sampson County Landfill  
Roseboro, North Carolina  
MSW/C&D/Industrial Non-Haz. /Asbestos  
984,000 Tons/Year  
Owned & Operated since 2000
  - Polk County Landfill  
Rockmart, Georgia  
MSW/C&D/Industrial Non-Haz./Asbestos  
281,000 Tons/Year  
Operated since 2004
  - Decatur County Landfill  
Bath Springs, Tennessee  
MSW/C&D/Industrial Non-Haz/Asbestos  
118,000 Tons/Year  
Operated since 1999
  - Wake County Landfill (South)  
Holly Springs, North Carolina  
MSW/Industrial Non-Haz  
Site opened February 7, 2008  
460,000 Tons/Year  
25 year operating contract awarded 6/06  
Operated since opening in 2008

2. Description (capacity, design, waste source, equipment, etc):

All of these facilities in #1 above are Sub-Title D landfills permitted and designed to take the waste indicated above. All 4 of these sites have in excess of 30 years of permitted remaining capacity. They all are regional landfills servicing an area of approximately 75-100 miles from the facility currently, with the exception of Wake County, NC which is permitted to receive waste only from within Wake County. All of these facilities operate and maintain various pieces of heavy equipment for processing the waste they receive. All of these facilities operate some number of each of these types of machines based upon the volume they are receiving:

D6-D8 CAT Dozer

826 – 836 CAT Compactor

330 CAT Excavator

25 – 35 Ton Articulating Dump Trucks

Misc support equipment

We can certainly provide more detailed information upon your inquiry.

3. Responsibilities and Personnel:

Sampson County is an owned and operated facility by Waste Industries. The other 3 facilities are contract operations in which we are responsible for all aspects of operation of these facilities. Each site is managed by an On-Site General Manager who provides complete oversight of the facility. In each of these landfills they are staffed with either an Operations Manager or lead operator who manages the day to day operational staff and directs these activities.

4. Dates of Operational Responsibility:

See answers to this question in the response to item #1 above.

D. Other Landfills Owned or Operated by Contractor (name, locations, size):

- Red Rock Disposal  
Holly Springs, North Carolina  
C&D/Asbestos  
200,000 Tons/Year  
Owned & Operated since 2001
- Durham LCID Landfill  
Durham, North Carolina  
Land Clearing Debris  
Site Currently Mothballed for future use  
Owned & Operated since 2000



- Safeguard Landfill  
Fairburn, Georgia  
C&D/Asbestos  
600,000 Tons/Year  
Owned & Operated since 2000
- Curry Lake Landfill  
Gray Court, South Carolina  
C&D/Asbestos  
65,000 Tons/Year  
Owned & Operated since 2000
- Brownfield Road Landfill  
Raleigh, North Carolina  
C&D/Asbestos  
90,000 Tons/Year  
Owned & Operated since 3/2012
- High Point C&D Processing and Landfill  
High Point, North Carolina  
C&D/Asbestos  
62,000 Tons/Year  
Owned & Operated since 3/2012
- Shiloh Landfill  
Traveler's Rest, South Carolina  
C&D/Asbestos  
65,000 Tons/Year  
Owned & Operated since 3/2012

**QUALIFICATION FORM 2C**

**DISPOSAL SERVICES**

(CONTINUED)

E. Description of Proposed Landfill to be used for Greensboro MSW Disposal:

1. Name of Landfill: Sampson County Landfill, LLC

Location of Landfill: Sampson County

Municipality or Jurisdiction located in:

7434 Roseboro Hwy

Roseboro, North Carolina 28382

Main access highways from the City of Greensboro's transfer station and distance:

N.C. 421 to N.C. 24

Driving Distance 128miles

2. Ownership, Operations and Engineer (Name, Address, Phone)

a. Landfill Owner: Waste Industries  
3301 Benson Drive Raleigh, NC 27609

b. Landfill Operator: Waste Industries  
3301 Benson Drive Raleigh, NC 27609

c. Original Landfill Designer: Hazen and Sawyer  
4011 West chase Blvd Raleigh, NC 27603

d. Current Landfill Engineers: Richardson, Smith, Gardner & Associates  
14 N. Boylan Avenue Raleigh, NC 27603

## QUALIFICATION FORM 2C

### DISPOSAL SERVICES

(CONTINUED)

3. Design and Construction:

- a. Describe current or future proposed landfill access, layout, design, and construction. Discuss the development plan, cell construction, liners, leachate collection and management, on-site and off-site monitoring, and other facilities. Attach drawings and specifications as appropriate.

Sampson County Disposal currently operates under solid waste permit #82-02. The facility meets or exceeds all state and federal solid waste management rules and regulations for the operation of a solid waste disposal facility. All maps for existing and future site development, along with construction details and monitoring plans can be made available as needed.

4. Operations:

- a. Discuss existing or future proposed landfill operations including days and hours of operation; gate controls; waste weighing or volume determinations; on-site traffic control; dumping procedures; daily, intermediate, and final covering; and on-site facilities (maintenance areas, water, restrooms).

The facility currently operates Monday – Friday 6:00am to 5:00pm and Saturday 6:00am – 12:00pm. All traffic is weighed in prior to being released to the designated disposal area. Truck traffic is guided by signage and a working face spotter to maintain a safe orderly operation. Waste is spread, compacted and covered daily. Areas that will not be disturbed within the next 30 days of operation are to be covered by no less than 12" of soil and seeded.

- b. List landfill equipment currently used, or to be used, on site.

2x 836 compactors, 3x D8 waste bull dozers, 2x D6 soil bull dozers, 2x excavators, 3x articulating dump trucks & 1x water truck

**QUALIFICATION FORM 2C****DISPOSAL SERVICES**

(CONTINUED)

- c. Provide below three references of private firms or local governments who have been utilizing the current landfill for MSW for at least the last year. Provide name of user, contact, and a telephone number.

- i. Reference No. 1: Bay Valley Foods  
Donovan Brock  
(910) 267-4711
- ii. Reference No. 2: Bladen County Transfer  
Robert Mazur  
(910) 876-3490
- iii. Reference No. 3 Harnett County Solid Waste  
Jerry Blanchard  
(910) 893-7536

5. Operating History (for existing proposed landfills):

- a. Summary of quantities of waste received at the landfill in the last four years.

<u>Year</u>	<u>Amount of Waste Landfilled</u>
2008	1,073,936 _____ tons
2009	1,054,305 _____ tons
2010	1,070,441 _____ tons
2011	1,070,391 _____ tons

- b. Average quantities of waste currently received and landfilled.

Daily Average: 4,300 \_\_\_\_\_ tons

Weekly Average: 21,500 \_\_\_\_\_ tons

Annual Estimate: 1,118,000 \_\_\_\_\_ tons

- c. What proportion of the current waste deliveries are under various contractual arrangements?

Long-Term (over 1 year): 1,034,000 \_\_\_\_\_ tons

Short-Term/Spot Market: 0 \_\_\_\_\_ tons

Other (explain): NA \_\_\_\_\_ tons

**QUALIFICATION FORM 2C**

**DISPOSAL SERVICES**

(CONTINUED)

- d. What are the historical spot market tip fees for acceptable municipal waste over the last three years?

\$40.75 \$/ton

\$40.75 \$/ton

\$43.19 \$/ton

- e. Current spot market tip fee:

\$43.19 \$/ton\*

\*Does this fee include any taxes, state or local fees, or other pass-through charges?

Please explain: Yes

6. Permit Conditions and Status

- a. For facilities under construction: Identify the permit(s) required for the proposed landfill construction and operation with names and addresses of granting organizations.

NA

- b. For existing facilities: Provide a summary of current permit status including permit name, identification number, date granted, and expiration date.

Municipal Solid Waste Permit #82-02

Sampson County Disposal, LLC

Issued 04-20-2012

Expires 06-01-2016

**QUALIFICATION FORM 2C**

**DISPOSAL SERVICES**

(CONTINUED)

- c. From the above permits, summarize any specifications, conditions, limitations, or restrictions contained in the landfill permits, which would relate to any of the following:

Types of wastes: The facility is approved to receive for disposal non-hazardous solid waste as defined in N.C.G.S. 130-290(a), (35) except where prohibited by the N.C. general statutes article 9 of chapter 130A and the rules adopted by the Commission of Health Services.

Number and size of delivery vehicles: None

Days or hours of receiving or landfilling waste: None

Life of permitted areas (give expiration date): Estimated at 12-31-2040

Volumetric capacity of permitted areas (give final permitted capacity):  
56,600,000 cubic yards

Terms of contractual agreement:

Franchise agreement with Sampson County is Life of Site

Conditional operations related to ongoing environmental monitoring: NA

Conditional operations related to any past or pending legal, financial, or operational event or finding: NA

Any other permit item which could impact this agreement: N/A

**QUALIFICATION FORM 2C**

**DISPOSAL SERVICES**

(CONTINUED)

d. Are there any current lawsuits pending against the operations of the landfill? Please detail: No

e. Is there any pending enforcement action against the landfill that has been filed by the federal, state, or local jurisdiction? Please detail: No

f. Has the landfill been shut down since it was initially permitted?

How long? (months) NA

Reason for shutdown: \_\_\_\_\_  
\_\_\_\_\_

7. Proposed Schedule:

Submit a list of all activities, including permitting, design, construction, equipping, and startup required to bring the landfill on line. For each activity, provide detailed information regarding the time required to complete the activity, the current status of the activity, and your assessment of factors that may prevent the activity from being completed in order to have the landfill available by 7/1/2012. Clarify all activities required to achieve capacity for the contract period.

THE PROPOSED FACILITY IS CURRENTLY ACTIVE.





### QUALIFICATION FORM 3

#### REFERENCES

The Proposer shall provide a minimum of three (3) but no more than five (5) references of the most recently awarded and serviced (but not necessarily completed) comparable projects. References are to be provided for each service being offered by the proposer (transfer station operations, transportation, and/or disposal).

1. Name of Agency: Wake County, North Carolina

Address: 337 S. Salisbury Street

Raleigh, North Carolina 27601

Phone Number: 919-856-7400

Principal Contact Person(s): Johnny Beal

Year Contract Initiated: January 1998

Cost of Work (\$): \$5.6 million annual

Project Description: Operation and Transfer, Disposal

2. Name of Agency: Durham Transfer Station Station (Owned/Operated by Waste Industries)

Address: 210 Stone Park Court

Durham, North Carolina 27703

Phone Number: (919) 596-1363

Principal Contact Person(s): Bill Davidson

Year Contract Initiated: N/A

Cost of Work (\$): \$5.2 million annual

Project Description: Operation, Transfer and Disposal

### QUALIFICATION FORM 3

#### REFERENCES

The Proposer shall provide a minimum of three (3) but no more than five (5) references of the most recently awarded and serviced (but not necessarily completed) comparable projects. References are to be provided for each service being offered by the proposer (transfer station operations, transportation, and/or disposal).

3. Name of Agency: Harnett County

Address: PO Box 940

Lillington, North Carolina 27546

Phone Number: 910-893-7536

Principal Contact Person(s): Jerry Blanchard,, Director of General Services

Year Contract Initiated: January 1, 2008

Cost of Work (\$): \$1.9 million annual

Project Description: T&D from two county transfer stations

4. Name of Agency: \_\_\_\_\_

Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Principal Contact Person(s): \_\_\_\_\_

Year Contract Initiated: \_\_\_\_\_

Cost of Work (\$): \_\_\_\_\_

Project Description: \_\_\_\_\_



**F**or forty one years, Waste Industries has provided a full range of solid waste collection, recycling, transfer and disposal services to customers throughout the Southeast. We currently maintain over 280 municipal, county, state and federal governmental contracts. The aforementioned services include curbside solid waste and recycling collection, transfer station operations, county convenience site operations, recyclable material recovery and MSW landfill design, construction and management.

Headquartered in Raleigh, NC, Waste Industries is an authentic North Carolina company. Additionally, Waste Industries maintains a local branch in Greensboro, North Carolina employing over 50 men and women that provide a full range of solid waste and recycling services to businesses and citizens of Greensboro and Guilford County. We have extensive experience in processing, transfer and disposal of solid waste and recyclables currently operating 23 transfer stations and 12 recycling facilities.

*Waste Industries currently owns and/or operates 23 MSW and recycling transfer stations.*





**Durham Transfer Station - Located in Durham, NC**

The Durham Transfer Station is owned by Waste Industries and provides safe and economical transfer and disposal services to residents, businesses, and industries throughout the Research Triangle Raleigh/Durham Region. The transfer station currently accepts 650 tons per day of MSW and recyclables. All solid waste is transported from this facility to Sampson Disposal – a Waste Industries-owned MSW landfill.



**Fayetteville Transfer Station – Located in Fayetteville, NC**

Fayetteville Transfer Station is a Waste Industries-owned and operated MSW transfer station. It currently accepts 300 tons per day of residential, commercial and industrial waste from Cumberland County and from counties throughout the region. The City of Fayetteville receives a host fee from Waste Industries as a part of their agreement. Waste transported from the transfer station is also shipped to Sampson Disposal.





**Southside Transfer Station – Fayetteville, GA**

The Southside Transfer Station has a capacity for 500 tons per day of MSW. Located in Fayette County, GA it receives residential, commercial, and industrial solid waste from the surrounding area and is shipped to the Waste Industries-owned Grady Road Landfill outside of Atlanta.





## Chapter 5 - Project Approach

### Transition and Schedule for Implementation

Transition from one waste services provider to transportation and disposal by Waste Industries is not expected to present any insurmountable problems. On the contrary, Waste Industries expects a relatively smooth transition due to the fact that the work being done now can easily continue by our sub contractor replacing existing equipment with the same type of rolling stock, more than adequate to take the City's waste to a different landfill. Prior to a final decision by City officials, our company would be pleased to offer tours to our Sampson County Regional Landfill to show how a state of the art site operates. This would provide City staff the confidence that their community's waste volume will be taken to an environmentally sound facility which complies with all State and Federal rules and guidelines.

Once the Greensboro City Council awards a contract, tentatively scheduled for June 5, 2012, Waste Industries will initiate organizational meetings with City staff. Our management team will coordinate the assembling of all required equipment, supplies and materials by the sub contracted transporter necessary to comply with all terms of the agreement. Waste Industries owns a C&D transfer station immediately across from the City's station. The requisite number of tractors and trailers will be staged at our facility the week prior to the start up day, so that as the current hauler pulls out their equipment, ours can be quickly put in place on the City's property.

Once operations are underway on the Commencement Date, Waste Industries proposes that we plan weekly meetings between WI and City personnel to review the transitional progress of the project. These can become regularly scheduled monthly operations meetings with designated staff once City officials are confident that the work is being carried out in a thoroughly satisfactory manner. At that point, WI personnel will monitor the ongoing contracted activity on a daily basis to insure that the City receives the level of service expected. Any equipment issues will be resolved promptly and a diligent reporting of each correction provided to City staff. The project manager, Brent Kirchhoff, will make routine contact with the designated City official as a follow up measure to document that the City is enjoying the highest level of service possible.







## Chapter 6 – Financial Stability and Statement

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Waste Industries LLC considers the company financial statement information to be confidential. In accordance with Greensboro RFP requirements, Chapter 6 – Financial Stability and Statement is submitted in a separate sealed envelope marked "CONFIDENTIAL INFORMATION – CITY REVIEW ONLY".





## Chapter 7 – Financing Plan

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### Financial Resources

In 2010, Waste Industries exceeded \$400 million dollars in gross revenue and enjoyed 37 consecutive years of profitability. Because North Carolina is the home and central hub of the company, Waste Industries is uniquely positioned to focus its physical and financial resources on Greensboro and Guilford County.

Waste Industries is one of the fastest growing solid waste management companies in the Southeast and is currently ranked 16th in Waste Age Magazine's 100 largest firms. Large enough to deliver years of experience and substantial financial resources, yet small enough to provide highly responsive and tailored services to a broad North Carolina customer base.

Waste Industries is well-versed in the financial requirements that exist to institute new programs and to continue to maintain those programs. In 2008 Waste Industries converted from a publicly-held to a privately-held company. This has allowed the Company to acquire even stronger financial backing while continuing to maintain a solid balance sheet. "Going private" has given Waste Industries greater flexibility in making strategic and timely decisions to grow the company. Wise financial planning and execution is the hallmark of our company. As evidenced by contracts with Wake County, Sampson County and Polk County amounting to over 30 years of commitments, Waste Industries aligns itself with strong and reputable providers of insurance coverage and maintains high ratings with 19 international lending institutions that specialize in the waste management sector. Lending institutions include Wachovia, Macquarie Bank and BB&T to name a few.

Waste Industries is willing and able to comply with reasonable insurance and performance bond requirements that will ensure our proposal is financially secure during the term of a contract with the City of Greensboro.

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## Chapter 8 – Implementation Schedule

The Waste Industries Implementation Schedule is contingent upon the stated Preliminary Proposal Schedule noted in the City of Greensboro RFP. The following proposed implementation schedule is subject to change based on the City of Greensboro's actions. The schedule could move backward or forward based on these actions.

Waste Industries submits proposal.....	5/10/12
Staff's preliminary report to council.....	5/15/12
Based on recommendation to contract with WI, notify sub contractor.....	5/16/12
Meetings with Environmental Services Department Staff .....	5/21/12 through 5-25-12
Council award of contract.....	6/6/12
Contract negotiations completed.....	6-20-12
Finalize equipment & manpower readiness .....	6-25-12
Contract initiation, work begins .....	7-2-12







## Chapter 9 – Customer Service Procedures

In accordance with the Waste Industries organizational chart submitted as a part of its Proposal, Waste Industries has developed a management hierarchy that will ensure a smooth flow of communications from the top down and from the bottom up. Waste Industries recognizes and respects its role as contractor and service provider to the City of Greensboro and all of its citizens. The organization that is proposed recognizes the Greensboro City Council, with assistance from any advisory board that may be appointed to advise the City Council, as the ultimate authority and responsible party in a contractual relationship with Waste Industries as the Contractor. It is envisioned that the Department of Environmental Services will represent the City as contract administrator and liaison with Waste Industries.

Mr. Brent Kirchhoff will serve as Waste Industries Project Manager. Mr. Kirchhoff will be the primary point of contact and liaison with the City and the Waste Industries subcontractors. His responsibilities will include scheduling weekly operating reviews with the Department of Environmental Services and other representatives from the City during the implementation and ramp up period for at least the first three months following contract implementation. After the first three months, operating reviews will be held on a monthly basis or more often as needed to review implementation, operational issues, and progress regarding the City program.

Mr. Kirchhoff will be available at all times with authority to act for Waste Industries and its subcontractors. Mr. Kirchhoff's office will be located at the company's Greensboro branch at 302 Grumman Road and he will also be available by cellular phone. An automated phone system will exist to provide a message system and emergency contact numbers for the transfer station operation. Waste Industries will publicize all pertinent phone numbers that can address questions, concerns, and the need for general program information. As it pertains to specific issues, concerns, or questions regarding the solid waste program, individual phone numbers and e-mail addresses will be made available to the appropriate City staff.

City personnel will maintain a daily log of complaints and all complaints may be e-mailed daily to Mr. Kirchhoff. Resolution of any complaints shall be within 24 hours, or the first working day after the complaint, with notice of such to the City detailing: 1) date and time the complaint was received, 2) name and address of the complainant, 3) nature of the complaint, 4) date and time the complaint was resolved, and 5) description of how the complaint was resolved.

All employees of Waste Industries and its subcontractors will act in a professional and competent manner at all times. Any behavior on the job by an employee that is deemed insolent, disorderly, careless, unobservant, dishonest, and not in compliance with proper orders, or in any way is a detriment to the satisfactory progress of the work, shall be removed from any and all work associated with the Contract.





## Chapter 10 – Litigation History

Cases by or against Proposer within the last five years where:

- a) A civil, criminal, administrative, bankruptcy or other similar proceeding was filed or is pending, if such proceeding arises from or is related to a dispute concerning Proposer's rights, remedies or duties under a contract for the collection or disposal of solid waste<sup>1</sup>:
  - On December 1, 2008, the Governor's Office of Consumer Affairs in Georgia (the "Office") issued a Civil Investigative Demand ("Investigative Demand") to Proposer regarding certain fees charged to customers in Gwinnett County, Georgia. On May 15, 2009, the Office and Proposer entered into a Letter of Understanding, which, among other things, set forth a process for notifying the Office regarding any customer complaints with respect to fees and also agreed to pay the Office \$500 to cover the Office's cost of investigation. Proposer has no further obligations under the Letter of Understanding.
  - On December 30, 2009, Proposer filed suit against Gwinnett County, Georgia and its Commissioners, claiming the County unlawfully schemed to implement an exclusive franchise-based solid waste program under the guise of a settlement of pending litigation with other waste haulers. The lawsuit was voluntarily dismissed on or about October 13, 2010.
- b) A county, municipality or other entity terminated a written contract with the Proposer concerning the management of solid waste:
  - None
- c) Administrative fines, liquidated damages or other penalties were assessed or were deducted from the Proposer's payments under a contract for the management of solid waste:
  - Except as may be disclosed under Chapter 13 with respect to environmental violations, none

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<sup>1</sup> Note that we are excluding proceedings brought by Proposer due to the customer's breach of its obligations under the contract, including proceedings for collection of amounts due or claimed to be due to Proposer under such contract.







2607 GLENWOOD AVENUE • P. O. BOX 31508 • RALEIGH, N. C. 27622 • 919/781-1115 • (FAX) 919/783-6427

May 10, 2012

City of Greensboro  
Attention Susan Crofts, Centralized Contracting Division Manager  
PO Box 3136  
Greensboro, NC 27402-3136

RE: Waste Industries, LLC  
Proposal for Municipal Solid Waste Management Services (RFP #08-12)

Dear Ms. Crofts:

Our above client is submitting a proposal to you for the above services.

If a contract for these services is awarded to Waste Industries, LLC, the Travelers Casualty and Surety Company of America has agreed to provide bonds as required. This decision is subject to their normal underwriting review which will include but not be limited to the acceptability of the contract documents and bond forms. Bond will be issued on the form identified as Qualification Form 4 (Performance Bond Form) written for an annual term renewable by certificate. The Travelers is a surety licensed to conduct business in the State of North Carolina and has an A.M. Best rating of A+ XV.

We have provided bonds for this client for several years and highly recommend them to you as a professional and dependable firm.

Please give us a call if you have any questions.

Sincerely,

James W. Poole  
Attorney-in-Fact  
Travelers Casualty and Surety Company of America



## POWER OF ATTORNEY

Farmington Casualty Company  
 Fidelity and Guaranty Insurance Company  
 Fidelity and Guaranty Insurance Underwriters, Inc.  
 St. Paul Fire and Marine Insurance Company  
 St. Paul Guardian Insurance Company

St. Paul Mercury Insurance Company  
 Travelers Casualty and Surety Company  
 Travelers Casualty and Surety Company of America  
 United States Fidelity and Guaranty Company

Attorney-In Fact No. 223433

Certificate No. 004413955

KNOW ALL MEN BY THESE PRESENTS: That St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company and St. Paul Mercury Insurance Company are corporations duly organized under the laws of the State of Minnesota, that Farmington Casualty Company, Travelers Casualty and Surety Company, and Travelers Casualty and Surety Company of America are corporations duly organized under the laws of the State of Connecticut, that United States Fidelity and Guaranty Company is a corporation duly organized under the laws of the State of Maryland, that Fidelity and Guaranty Insurance Company is a corporation duly organized under the laws of the State of Iowa, and that Fidelity and Guaranty Insurance Underwriters, Inc., is a corporation duly organized under the laws of the State of Wisconsin (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint

James W. Poole, JoAnn T. Roebuck, and David J. Braswell

of the City of Raleigh, State of North Carolina, their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed and their corporate seals to be hereto affixed, this 14th day of July, 2011.

Farmington Casualty Company  
 Fidelity and Guaranty Insurance Company  
 Fidelity and Guaranty Insurance Underwriters, Inc.  
 St. Paul Fire and Marine Insurance Company  
 St. Paul Guardian Insurance Company

St. Paul Mercury Insurance Company  
 Travelers Casualty and Surety Company  
 Travelers Casualty and Surety Company of America  
 United States Fidelity and Guaranty Company



State of Connecticut  
 City of Hartford ss.

By: \_\_\_\_\_

George W. Thompson, Senior Vice President

On this the 14th day of July, 2011, before me personally appeared George W. Thompson, who acknowledged himself to be the Senior Vice President of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

In Witness Whereof, I hereunto set my hand and official seal.  
 My Commission expires the 30th day of June, 2016.



Marie C. Tetreault  
 Marie C. Tetreault, Notary Public







# CERTIFICATE OF LIABILITY INSURANCE

190081

DATE (MM/DD/YYYY)  
5/8/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER  
Commercial Lines - (919) 676-8834  
Wells Fargo Insurance Services USA, Inc.  
8540 Colonnade Center Drive, Suite 111  
Raleigh, NC 27615

INSURED  
Waste Industries LLC  
3301 Benson Drive, Suite 601  
Raleigh NC 27609

CONTACT NAME: 800-868-8834  
PHONE (A/C No, Ext): 866-332-3051  
E-MAIL ADDRESS:

FAX (A/C No):

INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A:	Charis Specialty Insurance Company	26883
INSURER B:	Commerce & Industry Ins Co	19410
INSURER C:	National Union Fire Ins. Co. of Pittsburgh, PA	19445
INSURER D:	Commerce & Industry Insurance Company	19410
INSURER E:	New Hampshire Insurance Co.	23841
INSURER F:		

## COVERAGES

CERTIFICATE NUMBER: 4301483

REVISION NUMBER: See below

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WV	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY	X	X	EG13112875	11/1/2011	7/1/2012	EACH OCCURRENCE \$ 1,000,000
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY			5677916	07/01/2011	11/01/2011	DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person) \$ 10,000
							PERSONAL & ADV INJURY \$ 1,000,000
							GENERAL AGGREGATE \$ 2,000,000
							PRODUCTS - COMP/OP AGG \$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						\$
	<input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC						
C	AUTOMOBILE LIABILITY			CA2946787	7/1/2011	7/1/2012	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS						BODILY INJURY (Per accident) \$
	<input checked="" type="checkbox"/> HIRED AUTOS						PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS						\$
	<input checked="" type="checkbox"/> NON-OWNED AUTOS						
D	UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB			BE84144990	7/1/2011	7/1/2012	EACH OCCURRENCE \$ 10,000,000
	<input type="checkbox"/> CLAIMS-MADE						AGGREGATE \$ 10,000,000
	DED <input checked="" type="checkbox"/> RETENTIONS \$ 10,000						\$
E	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			WC44216306	7/1/2011	7/1/2012	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N	N/A				E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Pollution Legal Liability			PLS1950987	01/01/2010	07/01/2012	\$10,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

City of Greensboro is included as additional insured with respect to General Liability as required by written contract. Coverage is primary and non-contributory. Waiver of Subrogation is included in favor of City of Greensboro

## CERTIFICATE HOLDER

City of Greensboro, NC  
300 W. Washington Street  
Greensboro, NC 27402

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

The ACORD name and logo are registered marks of ACORD

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## Chapter 13 – Criminal Convictions/Environmental Violations

VIOLATIONS WITHIN THE LAST FIVE YEARS, OF CURRENT YEAR – 2012		
Entity Receiving Violation	Type of Violation	Final Disposition
North Carolina		
Proposer's facilities in Rocky Mount, North Carolina	The Company received a June 8, 2007 Notice of Violation for the failure to perform the required storm water testing. The Company also received a June 14, 2007 Notice of Violation from the EPA for failure to keep the required UST leak detection records.	Company completed corrective action, and neither Notice resulted in the assessment of a fine or penalty.
Proposer's facilities in Williamston, North Carolina	The Company received a June 12, 2007 Notice of Violation for the failure to update the existing storm water Pollution Prevention Plan implemented by the previous owner.	The Notice did not result in the assessment of a fine or penalty and the SPPP has been updated.
Proposer's facilities in Graham, North Carolina	The Company received an August 21, 2007 Notice of Violation for failure to keep the required UST tank records.	The Company completed corrective action, and the Notice did not result in the assessment of a fine or penalty.
Wake County Disposal, LLC (Proposer's affiliate)	The Company received two Notices of Noncompliance from the Town of Holly Springs Pretreatment Program, for exceedances for TSS and BOD, the failure to give notice of the exceedances, and missing data, dated June 19, 2008.	The Company completed corrective action, and the Notices did not result in the assessment of a fine or penalty.
Proposer's facilities in Henderson, North Carolina	A May 20 and 24, 2010 audit of the Company's transfer station in Henderson, Vance County, North Carolina by NCDENR, associated with the renewal of the Company's permit, identified three alleged violations. The alleged violations included inadequate cleaning of the interior of the facility, the improper handling of leachate, and the inadequate covering of the truck trailers.	The Company responded noting that the alleged violations had resulted from an unusually heavy rain the night before, and took steps to address the alleged violations. The Notice did not result in the assessment of fines or penalties.





VIOLATIONS WITHIN THE LAST FIVE YEARS, OF CURRENT YEAR – 2012		
Entity Receiving Violation	Type of Violation	Final Disposition
Sampson County Disposal, LLC	The Company received a July 30, 2010 Finding of Non-Compliance by NCDENR alleging that the Company had failed to maintain adequate erosion controls, had allowed leachate to escape the waste boundary, and had failed to keep certain asbestos waste adequately covered.	The matter was resolved through a Settlement Agreement, pursuant to which the Company is working with NCDENR to adopt plans to address the alleged violations.
Mississippi		
S&S Enterprises, LLC (Proposer's affiliate)	The Company received a December 3, 2009 Notice of Violation from the Mississippi Department of Environmental Quality. The Notice indicated erosion at the S&S Enterprises' Class I Rubbish Site in Harrison County, MS and that a gate had been left open at the site. The Notice did not include the assessment of fines or penalties.	The Company responded on December 16, 2009 detailing the corrective actions that would be taken.
Georgia		
Transwaste Services, LLC (Proposer's affiliate)	The Company received an October 19, 2010 Notice of Violation from the Georgia Department of Natural Resources, alleging violations for the failure to control leachate, failure to remove vegetation in the perimeter drainage ditches, and failure to have a certified solid waste operator overseeing operations.	The Notice required preparation of a proposal to correct the alleged violations, but did not result in the assessment of a fine or penalties. The alleged violations noted in the Notice have been addressed by the Company.
South Carolina		
Proposer's medical waste business in Summerville, South Carolina	The Company received a warning letter from the South Carolina Department of Health and Environmental Control on June 2, 2011 related to proper labeling and compaction of waste.	The Company responded to the warning letter detailing corrective actions that had been taken. No further action was taken by the State and the Company has since sold its medical waste business.

**Criminal convictions of the company, owners and/or officers within the last 10 years – None.**



**QUALIFICATION FORM 5**  
**NON-COLLUSION AFFIDAVIT OF PROPOSER**

STATE OF NORTH CAROLINA )

)ss

COUNTY OF WAKE )

FRANK LORICK, being duly sworn, deposes and says that:

1. He/She is Vice President of Waste Industries LLC the proposer that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;
3. Such proposal is genuine and is not a collusive or sham proposal;
4. Neither said proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other proposer, firm or person to submit a collusive or sham proposal in connection with the Contract for which the attached proposal has been submitted or to refrain from proposing in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm, or person to fix the price or prices in the attached RFP, or of any other proposer, or to fix any overhead, profit or cost element of the proposal or the response of any other proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Greensboro, North Carolina or any person interested in the proposed Contract; and
5. The cost proposals in the attached RFP are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

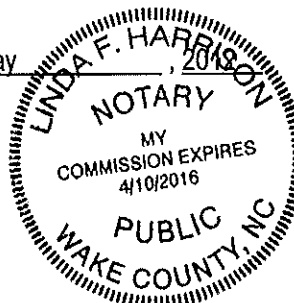
*Frank Lorick*  
(Signed)  
Vice President  
(Title)

Subscribed and sworn to before me this 7th day of May, 2012

*Linda F. Harrison* Linda F. Harrison

Notary Public, State of North Carolina

My Commission Expires: 4-10-16







### Chapter 15 – Independence Affidavit

The undersigned, on behalf of Proposer, hereby certifies that, to its knowledge, the Company does not have, and has not had, a relationship with the City of Greensboro, any of its elected or appointed officials, employees or agents, or any of its agencies or component units during the past five years. Without limiting the foregoing, and for purposes of full disclosure, the Company does have a consulting relationship with NC Senator Don Vaughan, who is not an elected or appointed official of the City, nor is he the City's employee or agent. Proposer's relationship with Mr. Vaughan will not have any impact on Proposer's ability to perform the services sought by the RFP.

This the 7<sup>th</sup> day of May 2012.

WASTE INDUSTRIES, LLC

By: Frank Lorick

Name: Frank Lorick

Title: Vice President



( )

( )

( )

**QUALIFICATION FORM 6**  
**DRUG-FREE WORKPLACE**

The undersigned vendor (firm) hereby certifies that

Waste Industries LLC  
does:

(Name of Company)

1. Publish a statement notifying employees that the unlawful manufacturing, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the work place, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

  
Proposer's Signature

Date: May 7, 2012

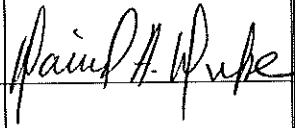
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**QUALIFICATION FORM 7**  
**ACKNOWLEDGEMENT OF ADDENDA**

The proposer hereby acknowledges the receipt of the following addenda, which were issued by the City and incorporated into and made part of this RFP. The proposer acknowledges that it has the sole duty to make itself aware of, and to be in receipt of, all addenda.

ADDENDUM NUMBER	DATE RECEIVED	PRINT NAME	TITLE	SIGNATURE
# 1	5/02/12	DAVID DUKE	GOVERNMENT/ MUNICIPAL/CONTRACT MANAGER	



**QUALIFICATION FORM 8**  
**CERTIFICATION TO ACCURACY OF PROPOSAL**

Proposer, by executing this form, hereby certifies and attests that all forms, affidavits and documents enclosed in the proposal package in support of its proposal are true and accurate. Failure by the proposer to attest to the truth and accuracy of such forms, affidavits and documents shall result in the proposal being deemed non-responsive and such proposal will not be considered.

The undersigned individual, being duly sworn, deposes and says that:

1. He/She is Vice President (title) of Waste Industries LLC, the proposer, that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all forms, affidavits and documents submitted in support of such proposal;
3. All forms, affidavits and documents submitted in support of this proposal are true and accurate;
4. No information that should have been included in such forms, affidavits and documents has been omitted; and

[THIS SPACE INTENTIONALLY LEFT BLANK]

**QUALIFICATION FORM 8**  
**CERTIFICATION TO ACCURACY OF PROPOSAL**  
(CONTINUED)

5. No information that is included in such forms, affidavits or documents is false or misleading.

Frank Lorick  
Signature

Frank Lorick  
Print Name

Vice President  
Title

May 7, 2012  
Date

Witness my hand and official notary seal/stamp at \_\_\_\_\_ the day and year written above

STATE OF NORTH CAROLINA )

)ss

COUNTY OF WAKE )

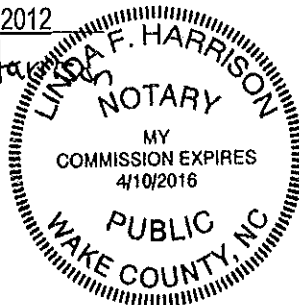
BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgments, personally appeared Frank Lorick (name) as Vice President (title), of Waste Industries LLC, an organization authorized to do business in the State of North Carolina, and acknowledged and executed the foregoing document as the proper official of Waste Industries LLC for the use and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/she is personally known to me or has produced driver license as identification.

IN WITNESS OF THE FOREGOING, I have set my hand and official seal in the State and County aforesaid on this

7th day of May, 2012

Linda F. Harrison  
NOTARY PUBLIC

My Commission Expires: 4-10-16







**PRICE FORM 1 - REVISED****SERVICE FEE**

Following are six individual and bundled price options for the proposed services. Contractor to complete any and all options that apply. The Contractor may propose on one or more options.

**Option 1: Operate Only – Proposed Prices for Operations of City's Transfer Station Only:**

Contractor to complete the following based on a price per ton for transfer station operations only.

Option 1 – 2012 Prices for Operation of the City's Transfer Station Only				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 100,001 to 150,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 150,001 to 200,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 200,001 to 250,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable

**PRICE FORM 1 - REVISED****SERVICE FEE**

(CONTINUED)

**Option 2: Transport Only – Proposed Prices for MSW Transportation Services Only:**

The City desires a price proposal based on a per mile (round trip mile) fee for tons of waste actually made available to the contractor. The contractor must be able to haul a minimum of 1,200 tons per day of waste having an average transport bulk density of 350 to 425 pounds per cubic yard. Contractors must use trailers having a minimum usable container capacity of 90 cubic yards. The unit prices submitted will be in 2012 dollars. The unit prices will be adjusted annually, based on an accepted price index.

The contractor shall submit unit prices based on ranges of annual tonnage received and round-trip distances. The contractor's price ranges must cover an annual range of tonnages from 60,000 tons up to 250,000 tons and round trip distances of 50 to 300 miles. Contractors should use the form provided below for the submittal of proposed prices and must indicate the usable trailer capacity that the proposed prices are based upon.

Option 2 – Proposed Price - Transportation of MSW <sup>1</sup> 2012 \$/Mile (Round-Trip Mile)												
Annual Tonnage	50 - 100 miles				101 - 150 miles				151 - 200 miles			
Contract term (yrs)	3	5	10	15	3	5	10	15	3	5	10	15
60,000 - 100,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
100,001 - 150,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
150,001 - 200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
200,001 - 250,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Annual Tonnage	201 - 250 miles				251 - 300 miles							
Contract term (yrs)	3	5	10	15	3	5	10	15				
60,000 - 100,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
100,001 - 150,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
150,001 - 200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
200,001 - 250,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
<sup>1</sup> Requested prices are for truck miles (round-trip miles). Contractor must be able to provide transportation services for a minimum of 1,200 tons per day of waste having an average bulk density of 350 to 425 pounds per cubic yard.												

Contractors proposed price is based on a usable trailer capacity of \_\_\_\_\_ cubic yards.

**PRICE FORM 1 - REVISED****SERVICE FEE**

(CONTINUED)

**Option 3: Operate & Transport – Proposed Prices for Operations of the City's Transfer Station and MSW Transportation Service Package**

Contractor to complete the following based on a price per ton for Transfer Station operation and transportation of MSW.

Option 3A – 2012 Prices for Operation of the City's Transfer Station				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 100,001 to 150,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 150,001 to 200,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 200,001 to 250,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable

Option 3B – Proposed Price - Transportation of MSW <sup>1</sup> 2012 \$/Mile (Round-Trip Mile)												
Annual Tonnage	50 - 100 miles				101 - 150 miles				151 - 200 miles			
Contract term (yrs)	3	5r	10	15	3	5	10	15	3	5r	10	15
60,000 - 100,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
100,001 - 150,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
150,001 - 200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
200,001 - 250,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Annual Tonnage	201 - 250 miles				251 - 300 miles							
Contract term (yrs)	3	5	10	15	3	5	10	15				
60,000 - 100,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
100,001 - 150,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
150,001 - 200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
200,001 - 250,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				

<sup>1</sup>Requested prices are for truck miles (round-trip miles). Contractor must be able to provide transportation services for a minimum of 1,200 tons per day of waste having an average bulk density of 350 to 425 pounds per cubic yard.

**PRICE FORM 1 - REVISED****SERVICE FEE**

(CONTINUED)

**Option 4: Dispose Only – Proposed Prices for MSW Disposal Services Only:**

Contractor to complete the following based on a price per ton for waste disposal only.

Option 4 – 2012 Prices for Disposal of Municipal Solid Waste				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 100,001 to 150,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 150,001 to 200,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable
From 200,001 to 250,000 tons:	Not Applicable	Not Applicable	Not Applicable	Not Applicable

**Option 5: Transport and Dispose – Proposed Prices for MSW Transportation and Disposal Service Package:**

Contractor to complete the following based on a price per ton for both waste transportation and disposal.

Option 5 – 2012 Prices for Disposal and Transportation of MSW				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton
From 100,001 to 150,000 tons:	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton
From 150,001 to 200,000 tons:	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton
From 200,001 to 250,000 tons:	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton	\$39.62 per Ton

## PRICE FORM 2

### OTHER FINANCIAL INFORMATION

If Contractor proposes to provide a payment to the City for use of City assets, describe the proposed terms below, including listing of assets proposed, frequency of payment (monthly, annually, etc.), payment value, anticipated date of initial payment, etc.

N/A

If Contractor proposes an adjustment method (i.e. CPI adjustment) for the Service Fee(s), describe the proposed terms below.

- Index All Urban Consumers
- Percentage of Index to be applied 100%
- Frequency of Adjustment Anniversary date of contract on an annual basis

If Contractor proposes a fuel escalator, describe the proposed terms below.

1% change for each \$0.10 change in fuel from base price of \$4.00 per gallon (DOE weekly price)

**PRICE FORM 3**  
**CERTIFICATION OF COST FORM**

The Undersigned hereby certifies as follows:

1. That I, Harry Habets, on behalf of Waste Industries LLC (PROPOSER) have personally and carefully examined the specifications and instructions for the work to be done for the City of Greensboro as set forth in this RFP, including the Contract Principles in Section 7 of this RFP.
2. That I, Harry Habets, on behalf of Waste Industries LLC (PROPOSER) have made examination of the conditions in the City, the services applicable to the proposal, and all other relevant facts and circumstances, and fully understand the character of the work to be done for the City.
3. That, having made the necessary examination, the undersigned hereby proposes to furnish all materials, vehicles, equipment, storage and facilities, and to perform all labor and services which may be required to do said work upon the terms and conditions provided in the Contract, at the rates set forth on the Cost Forms that are attached hereto.

(See signature instructions below.)



**PRICE FORM 3**  
**CERTIFICATION OF COST FORM**  
(CONTINUED)

Dated this 7th day of May, 2012.

**PROPOSER**

  
\_\_\_\_\_  
President/Partner/Owner Signature

Harry Habets  
\_\_\_\_\_  
President/Partner/Owner Printed Name

  
\_\_\_\_\_  
Secretary

Waste Industries LLC  
\_\_\_\_\_  
Firm Name

The proposer is an Individual \_\_\_\_\_; Partnership \_\_\_\_\_; Corporation X; or other business entity \_\_\_\_\_; and is authorized to do business in the state of North Carolina

**Signature Instructions:**

If business is a CORPORATION, name of the corporation should be listed, in full and both president and secretary must sign the form, OR if one signature is permitted by corporation by-laws, a copy of the by-laws shall be furnished to the City as part of the proposal.

If business is a PARTNERSHIP, the full name of each partner should be listed followed by d/b/a (doing business as) and firm or trade name; any one partner may sign the form. If the business is an INDIVIDUAL PROPRIETORSHIP, the name of the owner should appear followed by d/b/a and name of the company.

If business is operating as any other business entity than listed above, the name(s) of the authorized representative(s) should be listed and the authorized representative(s) must sign the form. A copy of the appropriate documents evidencing legal binding authority to sign on behalf of the entity shall be furnished to the City as part of the proposal.